

— PHARMACY SPOTLIGHT SERIES

Mitchell's Drug Stores

From first conversation to **70 enrolled patients** in months — on pace to double.

Neosho, MO · 3 locations · Started April 2026

Prior clinical experience. Medication synchronization, adherence packaging, chronic care support, community health workers, health and wellness clinic, DME, and lab services.



Tim Mitchell
Pharmacist ·
President/CEO

GO-LIVE

Apr 2026

with Medsense

LOCATIONS

1

in operation

PROGRAMS AT LAUNCH

RPM

hypertension monitoring

— OWNER PERSPECTIVE

"The biggest surprise was how streamlined it was. They made it turnkey. I was very impressed with how smooth the transition went."

— THE MEDSENSE SERVICE MODEL

END-TO-END WORKFLOW

01 Patient Identification	02 Enrollment & Setup	03 Continuous Monitoring	04 Clinical Intervention	05 Billing & Reimbursement
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— KEYS TO SUCCESS

- ✓ Dedicated internal clinical champion
- ✓ Patient trust drives enrollment
- ✓ Adherence-ready patient base
- ✓ Single-program RPM launch focus
- ✓ Existing community health worker team

— KEY OUTCOMES

- ✓ 70+ patients enrolled within 3 months
- ✓ On pace to double enrollment
- ✓ Monthly workflow running with no added staff
- ✓ New recurring revenue from day one
- ✓ Patients engaged, expecting monthly check-ins

— SUPPORTING TECHNOLOGY

HARDWARE IN PHARMACY

- ✓ Smart cuff for blood pressure monitoring.
- ✓ Cellular-enabled station — no Wi-Fi required.
- ✓ Simple for patients, seamless for pharmacy teams.



GET STARTED

Stand up clinical services in days, not quarters.

MedSense is the operational infrastructure for pharmacy clinical services — workflow, billing, and patient engagement, run alongside your team.



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